

**GPT**  
ANNUAL RESULT **2010**

**we create  
and sustain  
environments  
that enrich  
people's lives.**

**25 February 2011**

# Agenda

- Strategy Michael Cameron
- Financial Results Michael O'Brien
- Capital Management Michael O'Brien
- Business Performance Michael Cameron
  - Investment Management
  - Funds Management
  - Development
  - Sustainability
- Outlook Michael Cameron

# Reinvigorating GPT

In 2010 GPT delivered on its promise of

## Strength, Stability and Earnings Growth

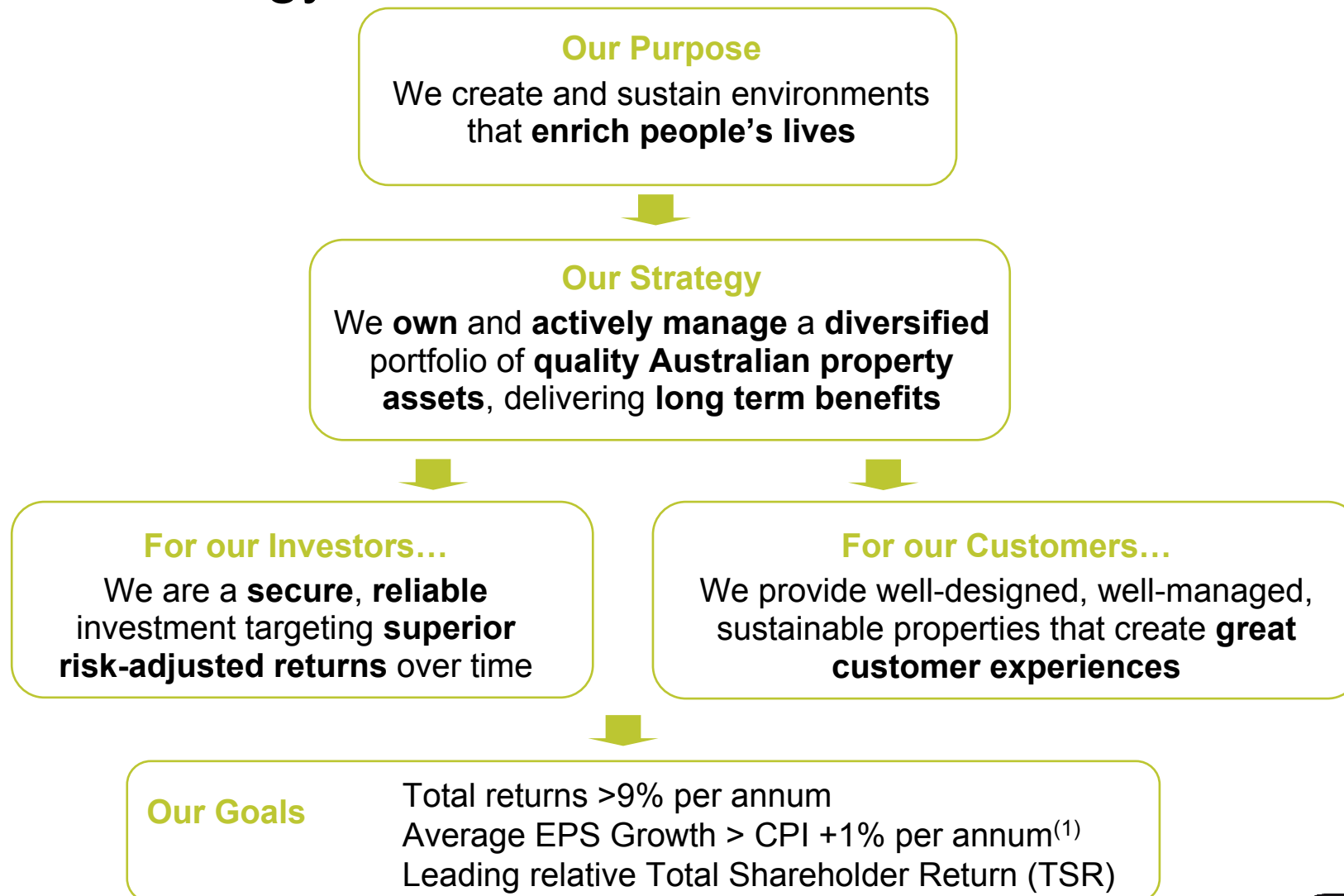
- GPT has achieved realised operating income of \$410m
- GPT has delivered on its 2010 objectives

GPT is on track to being

## Australia's "Best Performing" Property Group

Note: All information included in this presentation includes GPT owned assets and GPT's interest in the Wholesale Funds (GWSCF and GWOFF) unless otherwise stated. All retail data excludes the Queensland Homemaker City portfolio.

# Our Strategy



# 2010 Highlights – Operational Scorecard has been delivered

## Financial performance improved

- ✓ ROI of \$410 million up 9%
- ✓ Cost of debt reduced by 80bps<sup>(1)</sup>
- ✓ Credit ratings improved
- ✓ Statutory profit up to \$707 million
- ✓ NTA increased to \$3.60
  
- ✓ Total return of 9.1%
- ✓ Top 3 performing AREIT by total securityholder return<sup>(2)</sup>
- ✓ EPS growth, while impacted by the 2009 capital raising, is turning around – up 6% in the second half

## Solid operational performance

- ✓ Higher occupancy and long leases
- ✓ Achieved 3.2% average comparable income growth
- ✓ c\$800m capital raising for funds

## Major development completed

- ✓ Completed \$470m Charlestown Square retail expansion

(1) Compared with 2010 guidance.

(2) Performance measured against a subset of the S&P / ASX Property Index (peer companies).

# 2010 Highlights – Strategic Scorecard has been delivered

## Exit of non core assets

- ✓ Sale of Ayers Rock Resort announced October 2010
- ✓ Sale of US Seniors announced February 2011

## Portfolio management and capital allocation

- ✓ Framework in place

## Closing the NTA gap

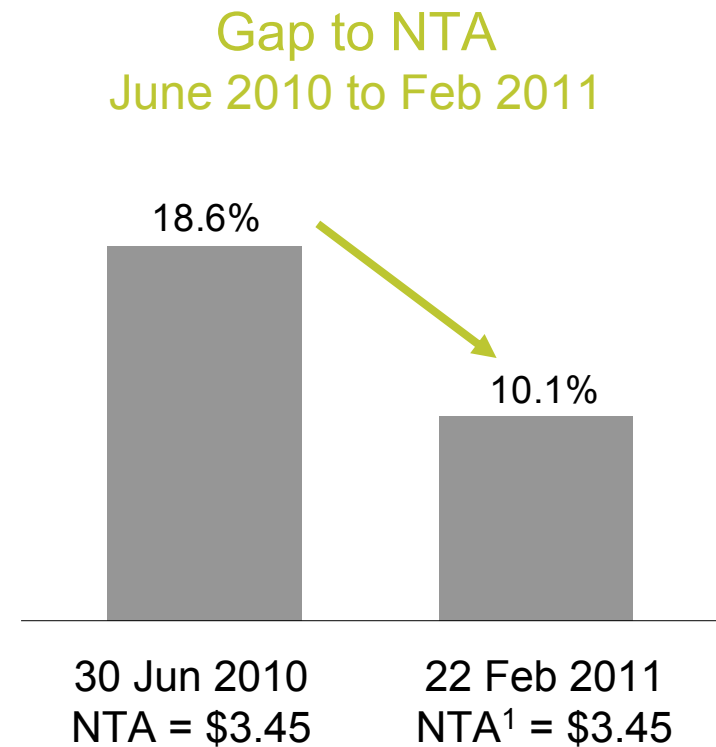
- ✓ Good progress on all initiatives

Announced Asset Sales	
<b>SOLD!</b> 120 Miller Rd, Villawood	<b>SOLD!</b> H2O Portfolio
<b>SOLD!</b> Lizard Island Resort	<b>SOLD!</b> Kings Canyon Resort
<b>SOLD!</b> Cradle Mountain Lodge	<b>SOLD!</b> Alliance Portfolio
<b>SOLD!</b> Heron and Wilson Island Resorts	<b>SOLD!</b> Alice Springs Resort
<b>SOLD!</b> Cannon Hill Homemaker City	<b>SOLD!</b> Hamburg Trust business
<b>SOLD!</b> Dunk Island Resort	<b>SOLD!</b> Wrotham Park Lodge
<b>SOLD!</b> 973 Fairfield Rd, Yeerongpilly	<b>SOLD!</b> SAF Assets
<b>SOLD!</b> Bedarra Island Resort	<b>SOLD!</b> Bergedorf Portfolio (Hamburg Trust)
<b>SOLD!</b> Floreat Forum	<b>SOLD!</b> Homemaker City Assets (4)
<b>SOLD!</b> Silky Oaks Lodge	<b>SOLD!</b> Four Points by Sheraton
<b>SOLD!</b> Joint Venture (Europe)	<b>SOLD!</b> Brampton Island Resort
<b>SOLD!</b> El Questro	<b>SOLD!</b> Joint Venture (US Retail)
<b>SOLD!</b> Ayers Rock Resort	<b>SOLD!</b> US Multi-family Portfolio (BBR)
	<b>SOLD!</b> US Seniors Portfolio

# 2010 Highlights – Closing the NTA gap

## Substantial progress on closing the gap initiatives

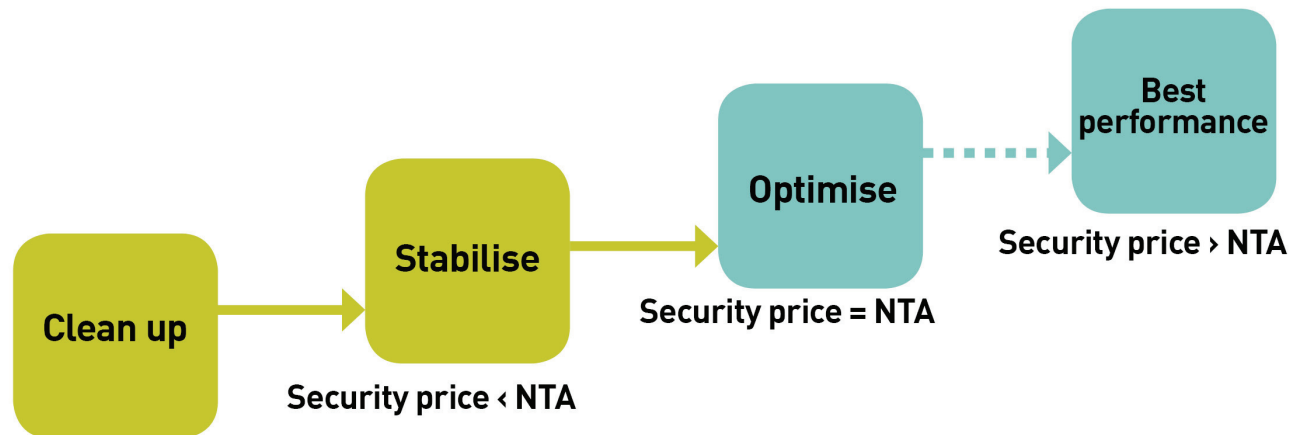
Initiatives	Update
Efficiency gains	✓ Target exceeded, more opportunities
Capital management	✓ Good progress
Reduced stake in wholesale funds	✓ Good progress
Sale of non income producing assets	✓ Underway



(1) Comparison using the NTA value at the time that the strategy for 'closing the gap' was announced. NTA value has since increased to \$3.60 – the discount to the updated NTA value at 22 Feb 2011 was 13.9%.

# Strategic Focus 2011

## Continuing progress towards best performance



1. Close the **gap** to NTA
2. Optimise **capital** allocation
3. Enhance **growth** potential
4. Equip **employees** for high performance



# 2010 Result Summary

## Operating performance ahead of FY 2009

- 9.1% increase in Realised Operating Income
- Return to statutory profitability
- Earnings per security of 20.7 cents
- Distribution per security of 16.3 cents – 80% payout ratio

### GPT Financial Summary

12 months to 31 Dec	2010	2009	Change
Total Realised Operating Income (\$m)	410.0	375.8	↑ 9%
A-IFRS net profit/(loss) (\$m)	707.3	(1,070.6)	↑ 166%
ROI per ordinary security (cents) <sup>(1)</sup>	20.7	23.8	↓ 13%
Distribution per ordinary security (cents) <sup>(1)</sup>	16.3	22.5	↓ 28%

## 2010 Balance Sheet Summary

### Increase in NTA to \$3.60

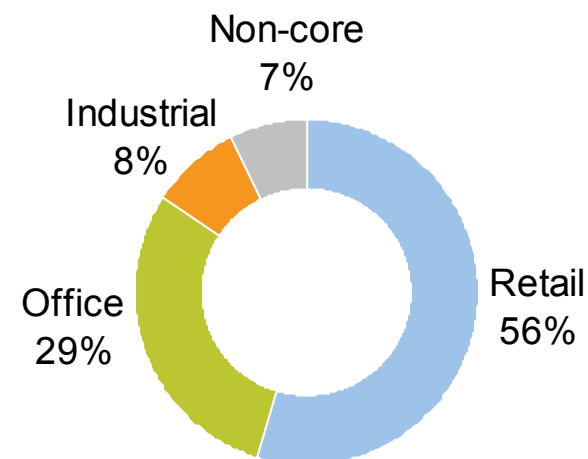
- 4% increase in NTA per security
- Gearing remains low at 24.9%<sup>(1)</sup>

### GPT Balance Sheet

As at 31 Dec	2010	2009
Total assets (\$m)	9,752	9,163
Total borrowings (\$m)	2,453	2,184
Net tangible assets per security (\$)	3.60	3.46
Gearing (%) <sup>(2)</sup>	24.9	23.5
Interest cover ratio (x)	3.7	2.9

### Balance sheet asset mix<sup>(3)</sup>

As at 31 Dec 2010



(1) As at 31 Dec 2010. Note that following settlement of the US Seniors Housing sale, the gearing ratio will reduce to approximately 22.5%.

(2) Based on net debt.

(3) Assets in GPT's balance sheet portfolios + investments in GWOFF and GWSCF.

# 2010 Segment Performance

## Reflects implementation of strategy

### Realised Operating Income by segment

12 months to 31 Dec (\$m)	2010	2009	Comment
Retail	267.3	268.3	Comparable income up 4.7% <sup>(1)</sup>
Office	114.8	115.4	Comparable income up 1.6% <sup>(1)</sup>
Industrial	54.4	49.9	Comparable income up 2.7%
Funds Management <sup>(2)</sup>	94.3	98.6	Equity stakes sold down Dec 10
Hotel/Tourism	29.6	53.3	Reduced number of assets
US Seniors Housing	23.7	18.6	Higher occupancy
European Funds Management	4.4	(21.0)	GPT Halverton sold in 2009
Other <sup>(3)</sup>	0.0	1.5	
Corporate			
- Interest expense	(149.8)	(175.1)	Reduced debt level
- Corporate overheads	(28.7)	(33.7)	Achieved efficiencies
<b>Total Realised Operating Income (ROI)<sup>(4)</sup></b>	<b>410.0</b>	<b>375.8</b>	

(1) Change in 2009 ROI reflects change in Melbourne Central to classify 100% of carpark as retail.

(2) Comprises \$22.7m in funds management fees and \$86.8m in distribution income less \$11.5m in costs and a tax expense of \$3.7m.

(3) 'Other' includes development profit and Joint Venture in 2009.

(4) Realised Operating Income is pre distribution on exchangeable securities.

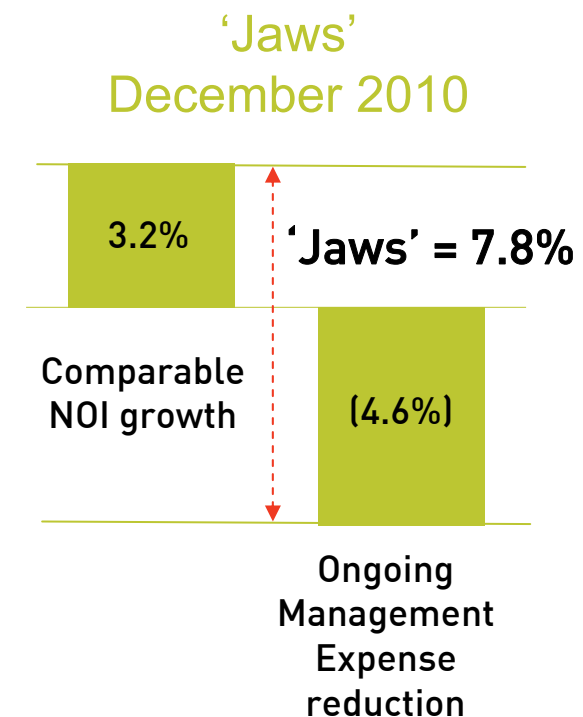
# 2010 Management Expenses

## Delivered corporate expense savings

- Achieved 15% reduction in corporate overheads against target of 10%

### Expenses

12 months to 31 Dec (\$m)	2010	2009
Corporate Overheads	28.7	33.7
Portfolio Expenses	39.7	30.2
Tax Benefit	5.7	3.0
Add back one off items <sup>(1)</sup>	0.3	11.1
<b>Ongoing Management Expenses</b>	<b>74.4</b>	<b>78.0</b>



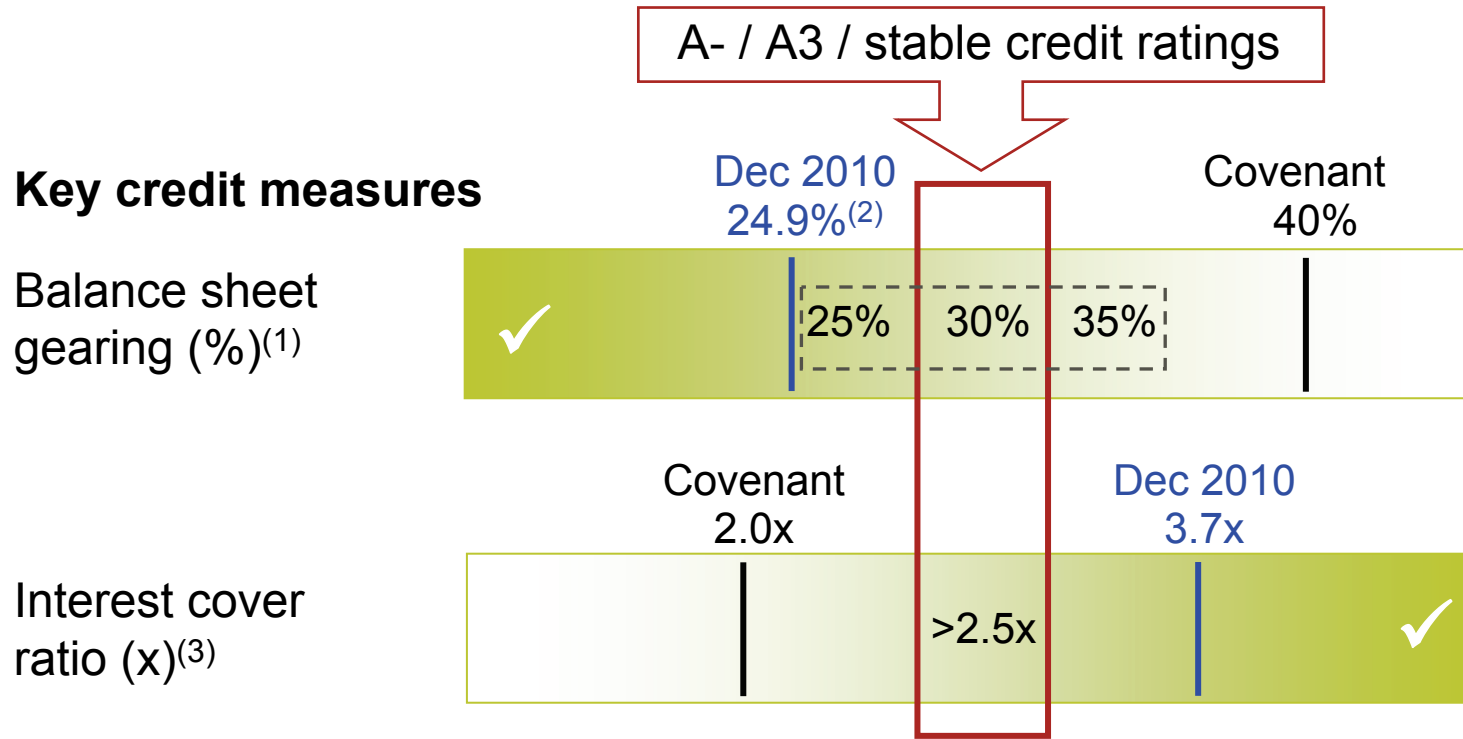
# Capital Management

## Delivering value through capital management

Objectives	Progress
Flatten maturity profile and extend tenor	<ul style="list-style-type: none"> <li>✓ \$2 billion of extended and new facilities</li> <li>✓ 67% of \$1.3bn 2012 expiry refinanced</li> <li>✓ Average debt term to maturity lengthened to 5 years</li> </ul>
Improve credit rating	<ul style="list-style-type: none"> <li>✓ Upgrades by S&amp;P to A- and Moody's to A3</li> </ul>
Reduce cost of debt	<ul style="list-style-type: none"> <li>✓ Average cost for 2010 down 80 basis points<sup>(1)</sup></li> <li>✓ Forecast cost for 2011 circa 6.9%</li> <li>✓ Optimised liquidity profile</li> </ul>
Sustainable distribution policy	<ul style="list-style-type: none"> <li>✓ 80% of Realised Operating Income</li> </ul>

# Credit position

## Comfortably ahead on key credit measures



(1) Debt less cash/total tangible assets less cash.

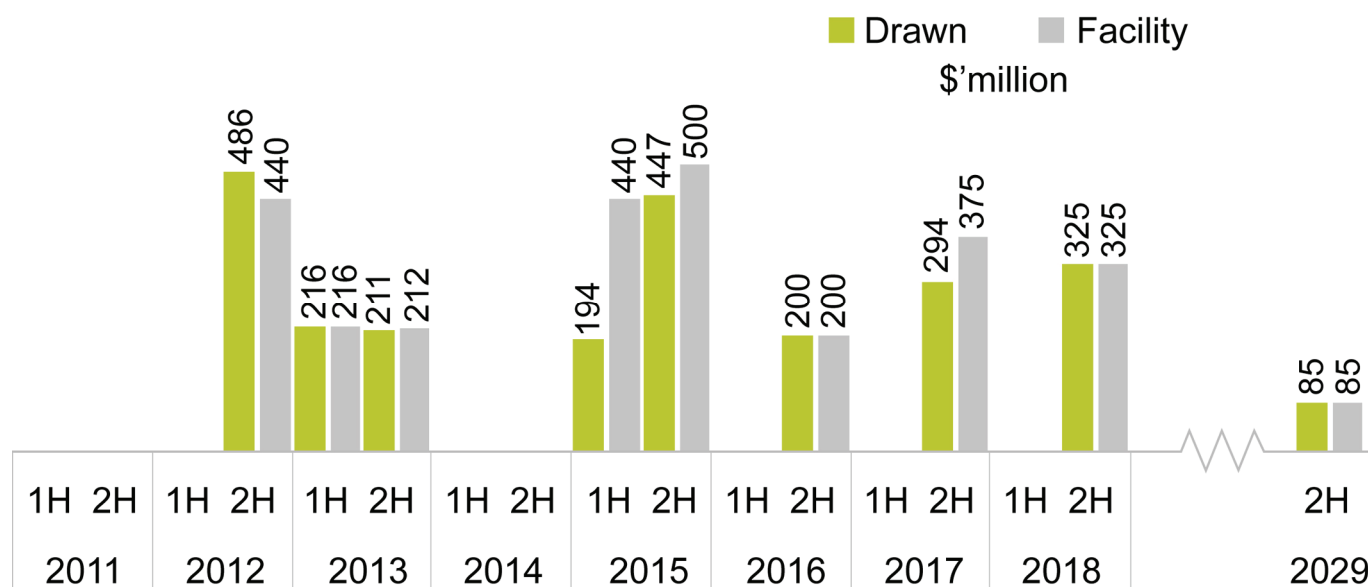
(2) As at 31 Dec 2010. Note that following settlement of the US Seniors sale, the gearing ratio will reduce to approximately 22.5% and the look through gearing ratio will reduce to approximately 24.3%.

(3) EBIT (ROI less tax expense less interest expense) / interest expense as per loan covenant.

# Capital Management

## Debt maturity profile extended

### Debt maturity profile As at 31 December 2010



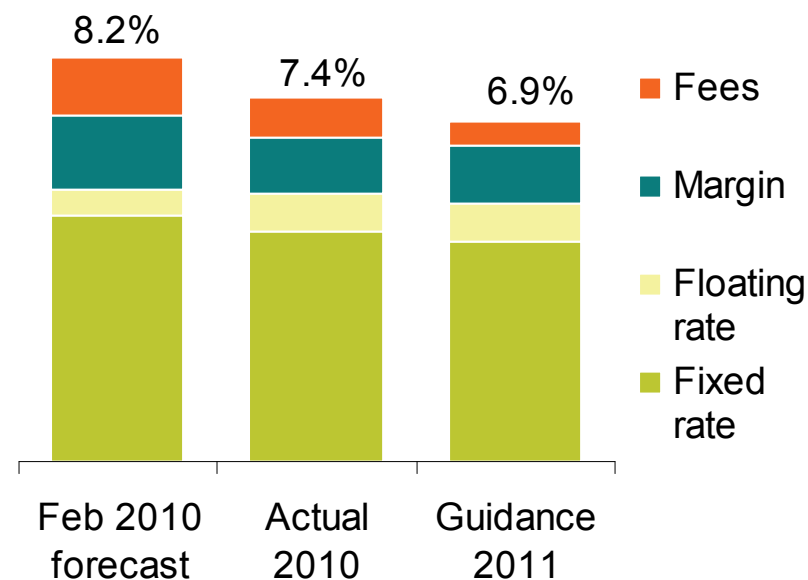
- Weighted average facility term to maturity of 5 years (up from 3.3 years at December 2009) v medium term target of > 4 years
- New debt lines have flattened and lengthened maturity profile

# Capital Management

## Debt cost reduced by 80 basis points in 2010

- Liquidity optimised
- New debt sourced at competitive margins
- 'Forward starts' in place
- Hedge restructuring undertaken
- Substantially removed cost of debt as earnings "drag"

### Average cost of debt





# Core Portfolio

## 3.2% income growth with high occupancy

### Core portfolio performance

As at 31 Dec 2010	Comparable income growth	Weighted average lease expiry <sup>(1)</sup>	Occupancy <sup>(2)</sup>	Weighted average cap rate
Retail	4.7%	NA	99.9%	6.21%
Office	1.6%	5.2 yrs	97.8%	7.14%
Industrial	2.7%	6.5 yrs	98.4%	8.48%

(1) WALE and occupancy by income.

(2) Occupancy represents committed space.

# Retail

## 4.7% comparable income growth

- Solid income growth achieved despite subdued sales conditions
- High occupancy and low level of arrears reflects quality of the portfolio

### Key operating metrics

As at 31 Dec	2010	2009
Comparable income growth	4.7%	4.8%
Comparable total centre sales growth <sup>(1)</sup>	0.7%	2.9%
Comparable specialty sales growth <sup>(1)</sup>	0.5%	3.2%
Specialty sales psm <sup>(1)</sup>	\$8,801	\$9,114
Specialty occupancy costs	17.7%	16.8%
Occupancy <sup>(1)</sup>	99.9%	99.6%
Arrears <sup>(2)</sup>	0.3%	0.3%

(1) GPT and GWSCF owned assets (excluding Homemaker City Portfolio, assets under development and Norton Plaza). Rouse Hill included in 2010 sales.

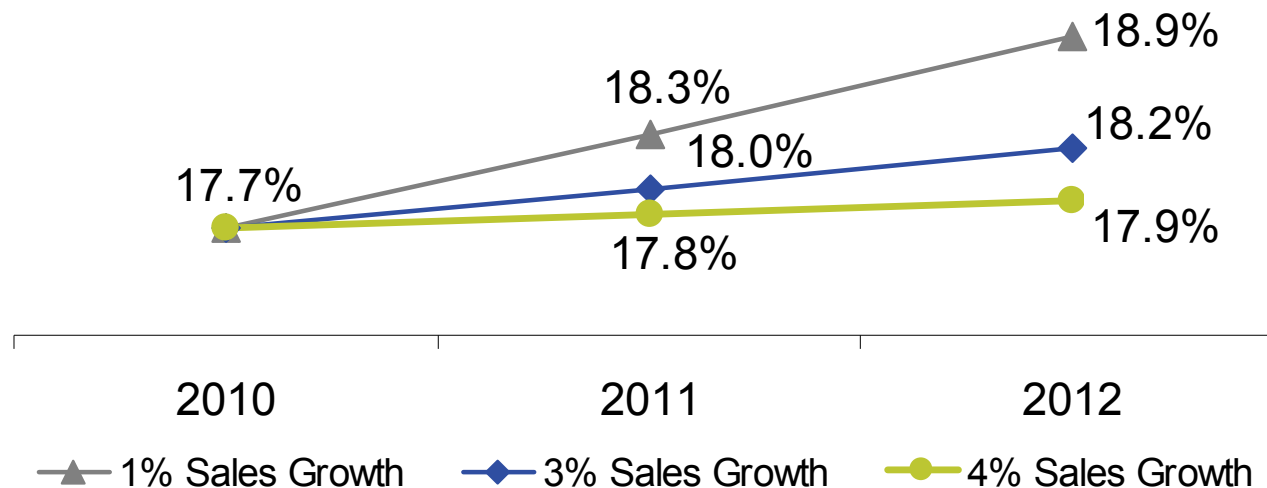
(2) GPT and GWSCF owned assets.

# Retail

## Occupancy costs remain sustainable

- High occupancy levels and low arrears indicate retail earnings growth is sustainable
- Retailer profitability has grown in excess of sales resulting in higher EBIT margins
- Quality regional centres have greater capacity to increase rents above sales growth over the medium term

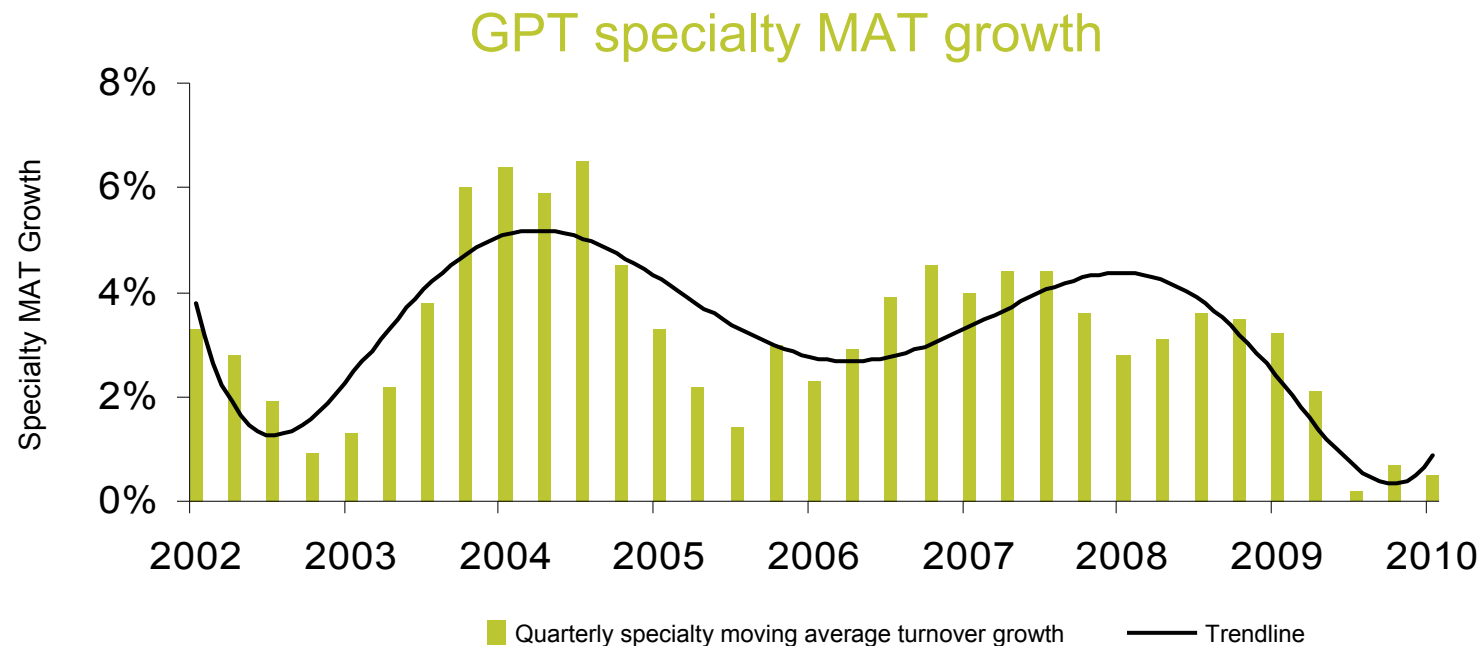
### GPT specialty occupancy cost sensitivity<sup>(1)</sup>



# Retail

## Improved sales outlook for 2011

- Forecast sales growth of 3% in 2011
- Underpinned by economic, employment and wages growth
- GPT portfolio well positioned with almost full occupancy and a high proportion of structured rental increases



# Office

## Strong occupancy and leasing outcomes

- Comparable income growth at 1.6%
- Strong leasing outcomes achieved in second half
- Significant reduction in cash paid for lease incentives
- Sustainability NABERS energy rating of 4.6 stars highest in the sector<sup>(1)</sup>

### Key operating metrics

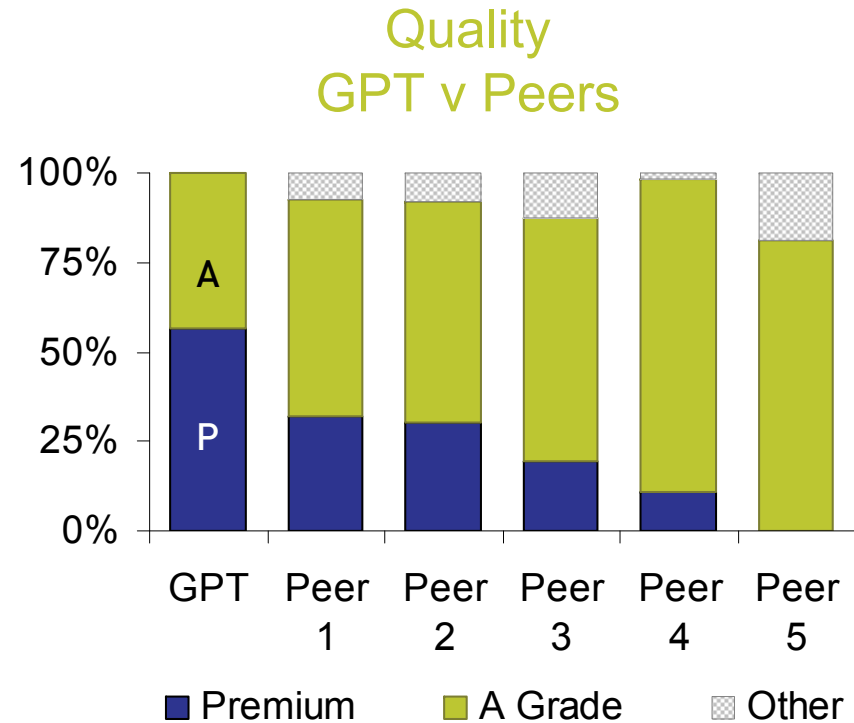
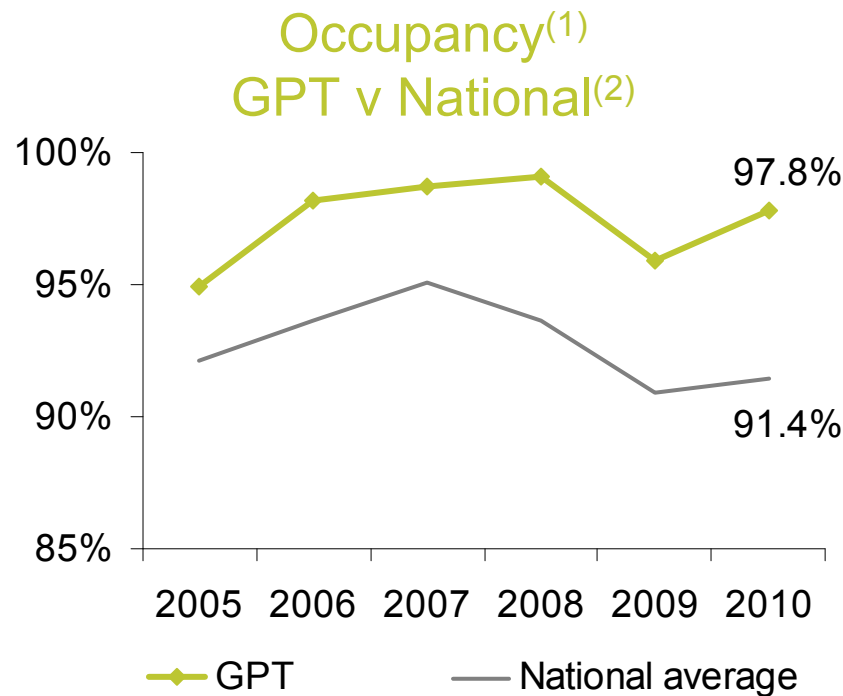
As at 31 Dec	2010	2009
Comparable income growth	1.6%	2.6%
Occupancy	93.5%	92.5%
Occupancy (including terms agreed)	97.8%	95.9%
Weighted average lease expiry	5.2 years	5.2 years
Leases signed	105,744 sqm	136,700 sqm
Terms agreed at year end	18,426 sqm	12,800 sqm

(1) Source: Citi Research Jan 2011. Including Green Power. Note: The 4.6 stars rating was for 2009. GPT's projected average rating for 2010 is 4.8 stars.

# Office

## Highest quality portfolio

- 56% of GPT's Office portfolio is premium grade – the largest proportion of any Australian REIT
- Occupancy<sup>(1)</sup> increased to 97.8% well ahead of market average of 91.4%
- Average capitalisation rate firmed from 7.27% to 7.14%



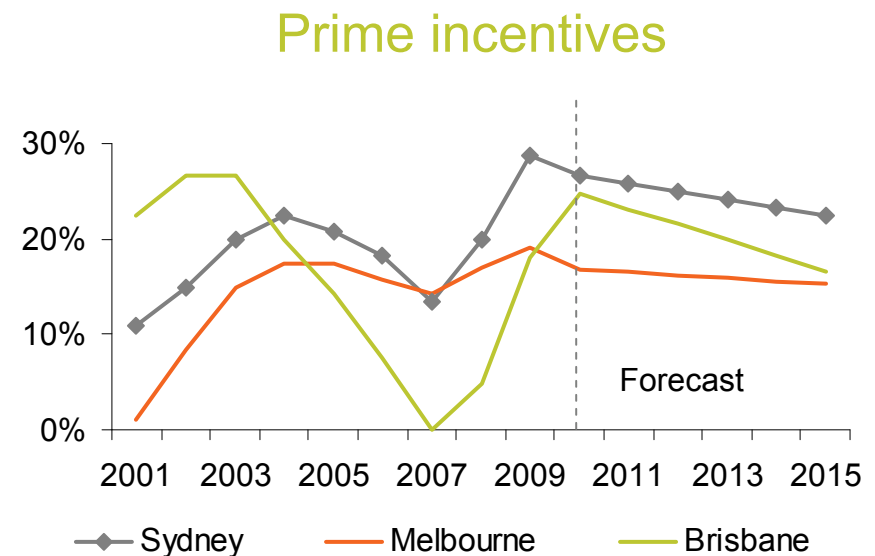
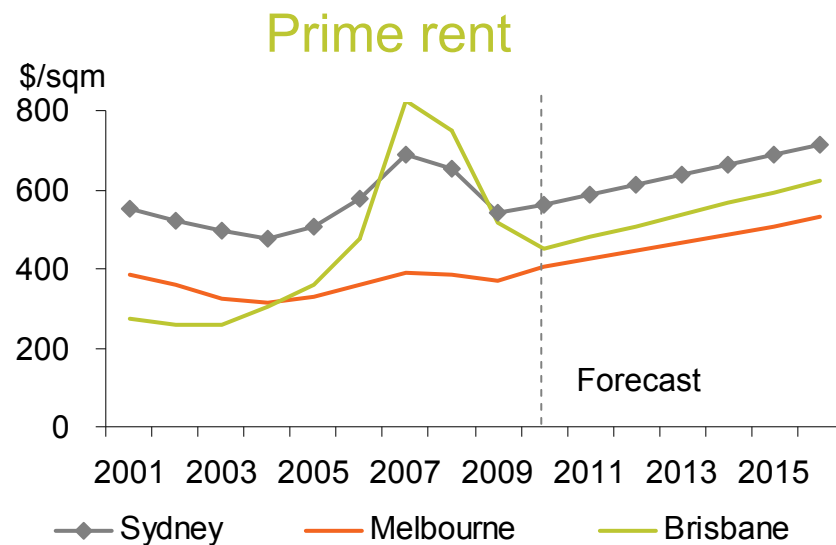
(1) Occupancy including terms agreed.  
 (2) Source: Jones Lang LaSalle Research, Dec 10.

Source: GPT, Company reports.

# Office

## Improved market conditions for 2011

- Constrained supply in all markets and positive net absorption
- Prime vacancies generally reducing, reinforcing expectations for solid rental and capital growth in 2011 and accelerating in 2012
- Over 87% of leases<sup>(1)</sup> subject to fixed increases averaging 4% in 2011
- Low 7.6% lease expiry in 2011



Source: Jones Lang LaSalle Research, Dec 10.  
 (1) Refers to leases subject to a review in 2011, calculated based on area.

Source: Jones Lang LaSalle Research, Dec 10.

# Industrial

## High occupancy and long WALE

- Industrial portfolio maintains high occupancy and long dated WALE
- Income growth of 2.7% continues positive trend
- Strong leasing activity achieved

### Key operating metrics

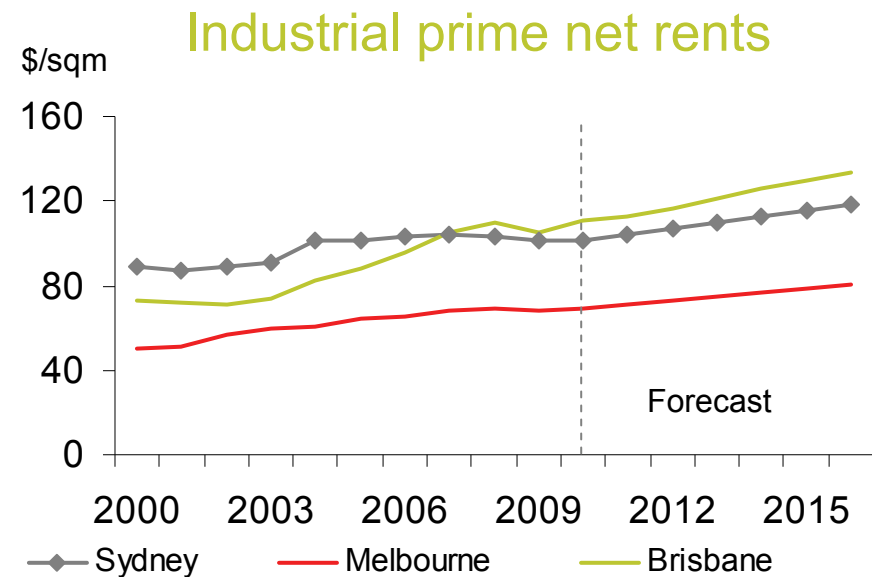
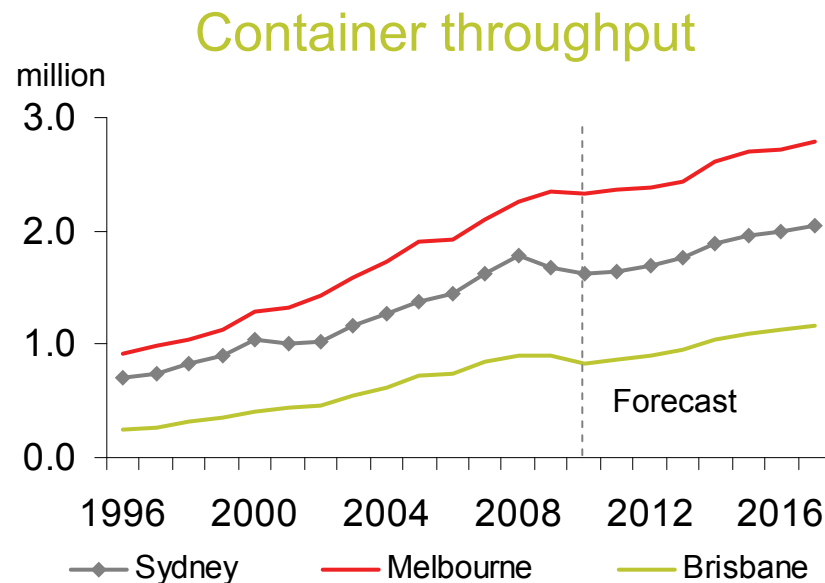
As at 31 Dec	2010	2009
Comparable income growth	2.7%	2.5%
Occupancy (by income)	98.4%	96.5%
Weighted average lease expiry (by income)	6.5 years	7.2 years
Leases signed	58,984 sqm	35,950 sqm



# Industrial

## Positive demand and limited supply in 2011

- Rental growth underpinned by improving tenant demand and limited uncommitted supply
- 89% of portfolio<sup>(1)</sup> subject to fixed reviews of 3.3% in 2011
- Increased focus on \$970 million development pipeline given improved market fundamentals



# Funds Management

## Strong relationships with investors

- The wholesale funds platform provides:
  - Income through funds, property and development management fees
  - Access to an additional source of capital
  - Stable earnings through GPT's co-investment
  - Leverage through scale and access to quality assets
  
- Keys to success are the strong relationships GPT has with a wide base of high quality investors – demonstrated by support received for:
  - \$578 million capital raising in GWOF
  - \$216 million sell-down of GPT's investment
  - \$31 million in DRP

# Funds Management

## Solid performance in 2010

- Solid one year returns with three year performance at or near top of the market<sup>(1)</sup>
- GWOFF acquired a 50% interest in a premium grade office development at 161 Castlereagh St and divested 179 Elizabeth St in line with strategy
- Low gearing in both funds positions them well for expansion in 2011

### Fund summary

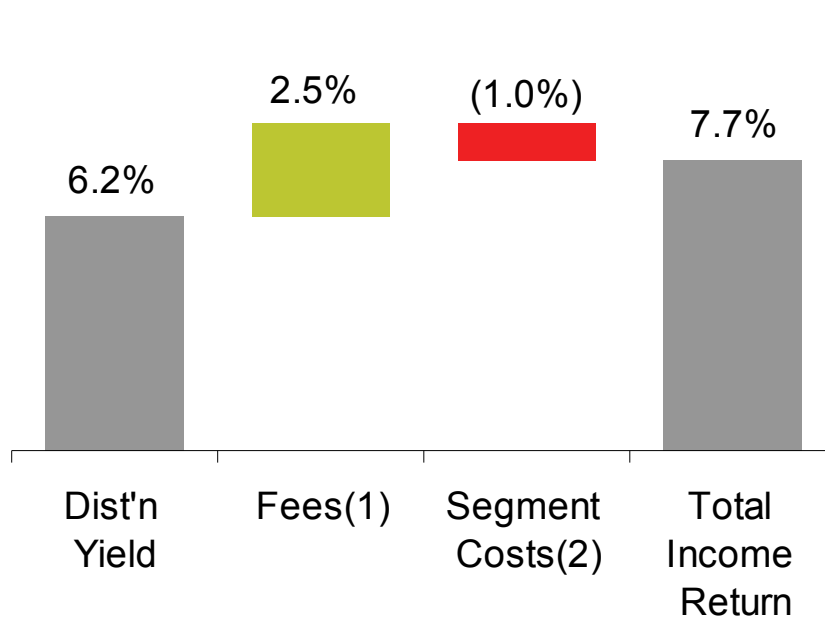
As at 31 Dec 2010	GWOFF	GWSCF
Total Assets	\$3.1bn	\$2.1bn
GPT Investment	\$897.6m	\$393.9m
GPT Investment	33.3%	21.9%
One Year Total Return (post fees)	8.6%	7.9%
Gearing	10.8%	10.0%

# Funds Management

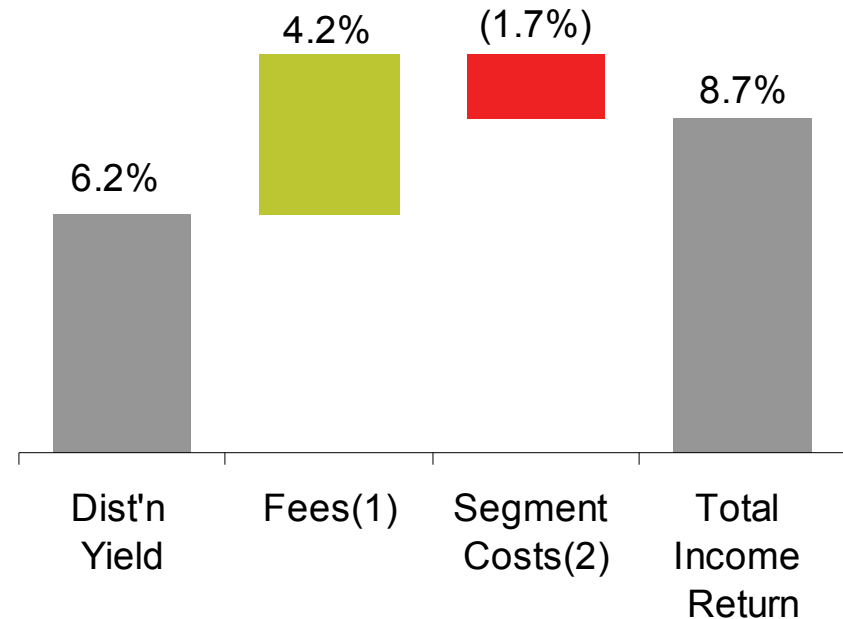
## Enhanced returns from fund sell down

- GPT completed a \$216 million selldown of its fund investments, enhancing returns by 30 basis points out of a possible 100 basis points
- Additional returns available by reducing to a target holding of 20%

Returns to GPT – 33% holding



Returns to GPT – 20% holding



(1) Includes fund, property and development management fees.

(2) Includes tax expense.

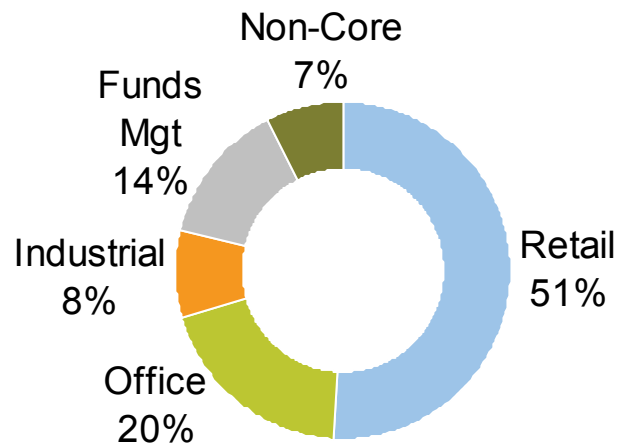
Note: Returns calculated based on 31 Dec 2010 data assuming 33% and 20% holdings respectively.

# Non Core Asset Sales

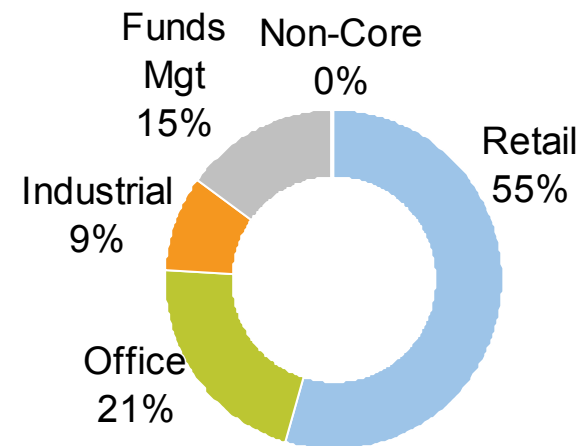
## Exit from hotels and offshore assets

- Ayers Rock Resort – Sale announced October 2010
  - Completes exit from the Hotel and Tourism Sector
- US Seniors portfolio – Exchange of binding sale contracts February 2011
  - Sale price US\$890 million

GPT asset mix  
As at 31 Dec 2010



GPT asset mix  
Post non-core sales<sup>(1)</sup>



# Development

## Charlestown Square expansion completed

- GPT completed a \$470 million redevelopment of Charlestown Square increasing the size of the centre from 47,000 sqm to 88,000 sqm
- Expected 40% reduction in ecological footprint, ahead of 30% target<sup>(1)</sup>
- Stabilised yield of 7% and IRR of 10% expected
- Early trading performance above expectations



Charlestown Square opened Nov 2010

# Development

## One One One Eagle Street update

- Completion date extended to March 2012 due to the Queensland floods
- Subdued Brisbane property market and floods have resulted in:
  - Higher capital costs
  - Net write-down of \$27m (GPT's share)
- Target yield of 7% fully leased
- Norton Rose committed to 5,000sqm
- Active negotiations for a further 36% of space

Leasing	
One One One Eagle St	64,000 sqm
Signed leases	8%
Leasing Target by PC (Mar 12)	40%
Fully committed within 27 months post PC	Jul 2014

Cost (GPT share <sup>1</sup> )	(\$m)
Spent to 31 Dec 2010	121
Remaining to be spent	109
<b>Total</b>	<b>230</b>

# Development

## \$3.3 billion pipeline on balance sheet and in funds

- GPT has \$2.1 billion of developments underway and planned with an additional \$1.25 billion of opportunities in the pipeline

### Underway

As at Feb 2011 (\$m)	F/cast to complete	
	GPT	Funds
<b>Retail:</b>		
Charlestown Sq	10	-
Melbourne Central	20	-
<b>Office:</b>		
111 Eagle St	109	109
161 Castlereagh St <sup>(1)</sup>	-	270
<b>Industrial:</b>		
5 Murray Rose	50	-
<b>Total</b>	<b>189</b>	<b>379</b>

### Planned

As at Feb 2011 (\$m)	Ownership	
	GPT	Funds
<b>Retail</b>	590	400
<b>Office</b>	295	-
<b>Industrial</b>	225	-
<b>Total</b>	<b>1,110</b>	<b>400</b>

### Future pipeline

As at Feb 2011 (\$m)	Total Cost
<b>Future pipeline total</b>	<b>1,250</b>

- GPT's direct share of the \$3.3bn pipeline is approximately \$1.3bn of underway and planned and \$1.1bn of the future pipeline



# Sustainability

## Achievements in 2010

1. Internationally recognised for sustainability leadership in real estate sector
2. Significant gains in energy efficiency
3. GPT office portfolio has the highest weighted average NABERS energy rating
4. New community facilities included in \$470m Charlestown Square development and community research integral to our approach
5. GPT food recovery program pilot launched in Western Sydney



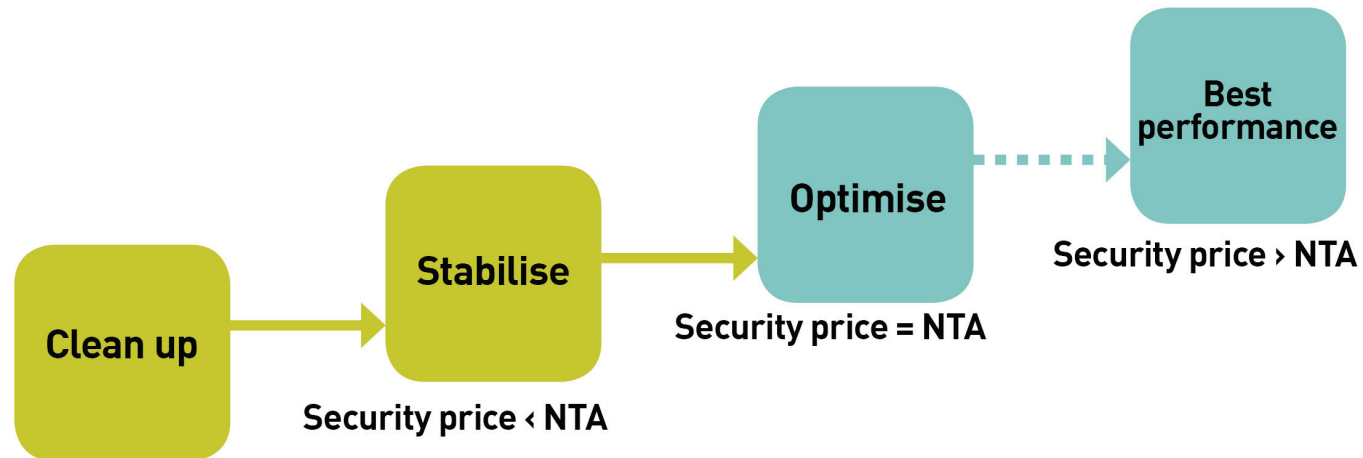
Water Intensity  
 ↓ 36%

Energy & Emissions  
 ↓ 28%

Recycling Rate  
 Up to 50%

Note: Relative to base year of 2005.

# Strategic Priorities 2011



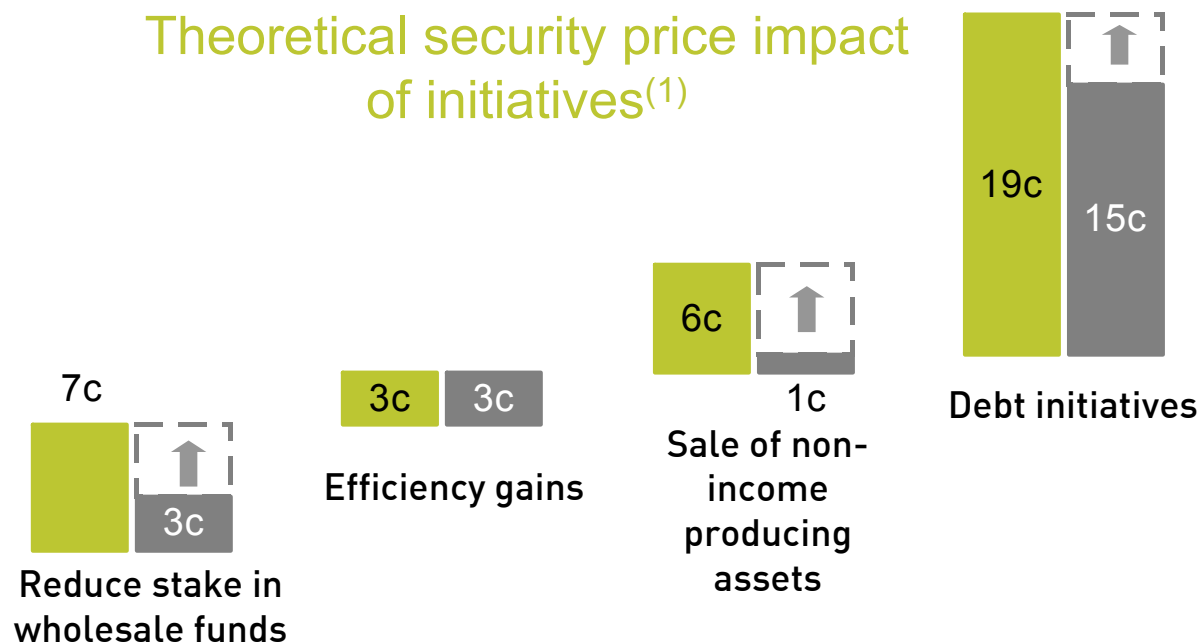
1. Close the **gap** to NTA
2. Optimise **capital** allocation
3. Enhance **growth** potential
4. Equip **employees** for high performance

# Strategic Priorities 2011

## 1. Close the gap to NTA

- Further reduction of investment in wholesale funds
- Efficiency gains through optimising business processes
- Sale of non-income producing assets

### Theoretical security price impact of initiatives<sup>(1)</sup>

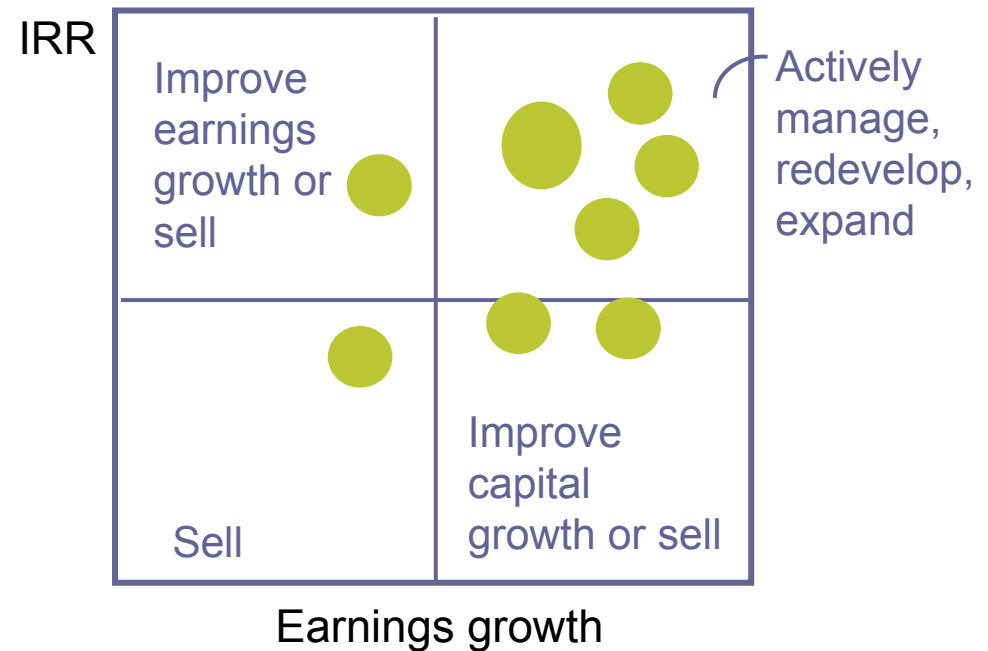


# Strategic Priorities 2011

## 2. Optimise capital allocation

- Capital allocation framework
- Potential divestment of under performing assets
- Assessment of investment opportunities against other capital options

### Capital allocation framework

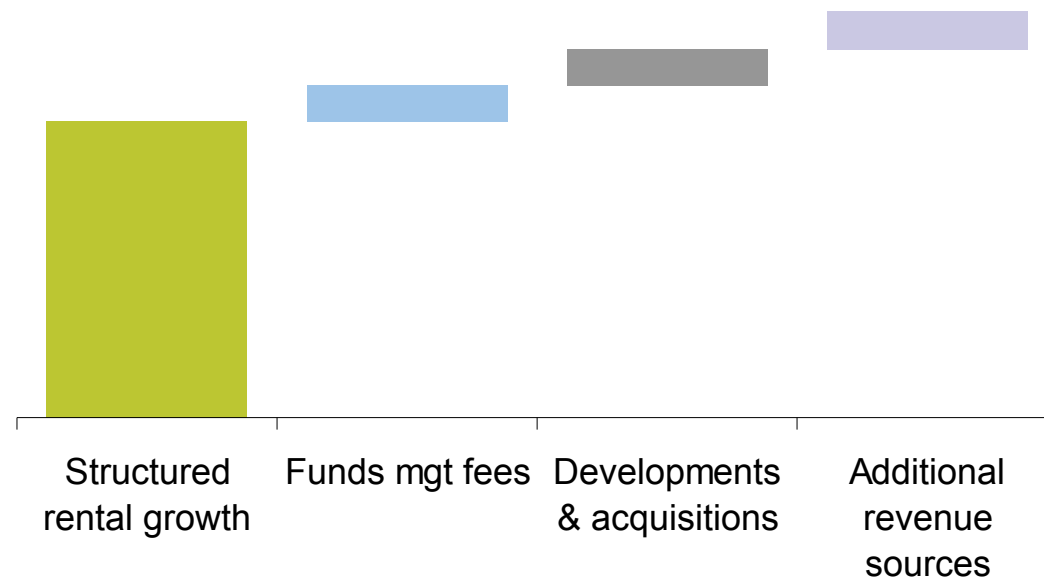


# Strategic Priorities 2011

## 3. Enhance growth potential over time

- Optimisation of core assets through customer centric approach
- Growth in Funds Management fees
- Accretive developments and acquisitions
- Additional revenue sources

### Earnings growth potential



# Strategic Priorities 2011

## 4. Equip employees for high performance

- Further capability building
- New head office work environment
- Upgrading technology tools
- Frameworks to enhance innovation and continuous improvement
- Development plans for all employees

# Outlook for 2011

- **Retail:** Improved sales outlook underpinned by economic, employment and wages growth
- **Office:** Prime vacancy reducing, reinforcing expectations for solid rental and capital growth
- **Industrial:** Improving tenant demand and limited uncommitted supply supports rental growth
- **Guidance: EPS<sup>(1)</sup> growth of at least CPI + 1%**
- **Payout ratio of no less than 80% of ROI**

# Reinvigorating GPT

In 2010 GPT delivered on its promise of

## **Strength, Stability and Earnings Growth**

- GPT has achieved realised operating income of \$410m
- GPT has delivered on its 2010 objectives
  - Optimising capital management
  - Delivering income growth
  - Reducing costs
  - Completing major developments
  - Exiting non core assets

GPT is on track to being

## **Australia's "Best Performing" Property Group**



# Contact Information



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